# HELP WANTED ADVERTISEMENTS

When Help Wanted advertisements call for experience in detail, give it.

### EMPLOYMENT AGENCIES.

Domestic Help Wanted.

LAZARE'S EMPLOYMENT AGENCY.

TELEPHONE CALLS and letters have

rire to keep in contact with the best domestic help that we can secure.

MRENCH domestics of the better Monday, January 10, please call and

WE ALSO have calls for domestics of what country you come from we are always in a position to give you the best of advice and more than likely

SO THAT you can realize some of the opportunities that we have to offer, we list below eight (8) of the 165 positions we have open:

| 1222 |
|------|
| \$90 |
| \$75 |
| \$70 |
| \$65 |
| \$65 |
| \$55 |
| \$75 |
|      |
|      |

Be sure to see us to-morrow, as hun-dreds of other letters and telephone calls will come in to-morrow besides

ABSOLUTELY CHARGED.

LAZARE'S EMPLOYMENT AGENCY. 200 East 72d st., New York city. Established 1913. Telephone Rhinelander 4014.

P. S.-Please note our special advertised positions in Tucsday's and Thursday's Herald. You will do well, however, to consult our advertise-ments in this paper daily, as some-thing may turn up which may be of

GIRLS—GIRLS—GIRLS.
Hundreds of positions with the best families are waiting for you

UNITED EMPLOYMENT AGENCIES, 165 East 72d st., northwest corner of 3d av.; come to us in the morning satisfied with yourself and with us.

ASK FOR MR. WAHRBURG, He wants to see you.

LANG & BOECHERER CO., INC.
EMPLOYMENT AGENCY.

43 WEET 2010 ST. ESTARLISHED 1800.
Numerous positions open in good families,
with best wages cooles, chambermalds,
waltresses, kitchenmalds, laundresses, governesses, nurses, houseworkers, &c. No
branch office.

## AGENTS WANTED.

AGENTS, mail over men and distributors; hone-hold novely; costs a quarter, sells for a dollar every housewife buys on demonstration; to talking, Write or call for parliculars, F. H. Sawyer Co., 76 Greenwich st., New York.

AGENTS-Doe an hour to advertise and distribute samples to consumer. Write onless for territory and particulars, Albert Mills, Gen. Mgr., 2925 American Bidg., Cincinnati, Obio.

AGENTS \$60-\$200 week; free samples; gold

ACIENTS \$60.\$200 week; free samples; gold sign letters, any one can put on atore windows, big demand; liberal offer to general agents. Metallic Letter Co., 455 North Clark St., Chicago.

AGENTS-MAKE A DOLLAR AN HOUR. Sell Mendet, a patent patch. Instantly mends leaks in all utensils. Sample free. Mendet Co., Amsterdam, N. Y.

AGENTS, wonderful seller; Mc. profit every dollar sale; license unnecessary, no stock to carry sample free. Mission, CS18W Pico, loss Agents. Cal.

AGENTS-Wonderful selling article; used by every one; sells on sight; free samples and particulars. O. D. P. Co., 15 East Saratogs St., Baitimore, Md.

AGENTS-"Coulja Master" amukes and interests everybody; answers all questions; sample 10c. Novelty Co., 15T East Th.

AGENTS-Sell Ford dealers and owners

AGENTS-Sell Ford dealers and owners fastest deliar necessity ever produced, Spiers Company, 56 For at., Aurora, III. AGENTS-Dandy slot tine for house to house canvassers. Size Co., St. Louis. canvassers. Str. Co., St. Louis.
Big PROFITS selling Duplex Transformers,
Svery auto owner needs them. Saves gas.
Eanish spark plug trouble, Exclusive territory. Write quick, Jubilee Mrg. Co., Sta. C.,
Omaha, Neb.

COPPER pots, all heavy copper, no tin, no solder, no seams, air tight covers, all sizes. Useful information free. Sun Supply Co., 373 Sun Blog., New York, N. Y. HOUSE dresses, flannel nightgowns, petticoats, children's dresses, &c.: write for ratalogue. Economy Sales Co.. Boston, 2, Mass.

I will pay \$00 weekly for three average rain-soat orders daily no delivering; no invest-ment five dosen patterns: 2 in 1 veversi-bles and rubberized overcoats featured ample to wear free, Parker Mfg. Co. 28th Rook st., Dayton, Oldo.

Hook at., Dayton, Ohio.

LADY or gentleman agent wanted in the city of New York to sell the senting J. R. Watkins modelnes, appear to extract offer preparations, &c., all or spare time; a won-derful opportunity to get into business for yourself. Write to-day for free particulars and semple, J. R. Watkins Co., 60 New York, N. Y.

### AGENTS WANTED.

pout hire others; profit on their work. Free particulars and proofs. Gunmetal Co., 3 Elm., Decatur, Ill.

SALES Agents Wanted—In United States and foreign countries; the first scientific solution of the pneumatic tire problem; success proven and guaranteed; simple to install; made of pure aerified rubber, a splendid business opportunity for agents and dealers with small capital; only responsible parties considered. See demonstration booth "D" 76, New York Automobile Show, Grand Central Palace, January 8 to 15, or write. ELGIN RUPBER ACE COMPANY, 426 S. Clinton st., Chicago, Ill.

SEEND for free tollet acap sample and \$10 cash, refund offer. Lacassia Co., Dept. 510, St. Louis, Mo.

\$1,000 FER MAN PER COUNTY—Strange invention startles world, agents amazed; ten inexperienced men divide \$40,000; Korstad, a farmer, did \$2,200 in 14 days; Schleicher, a minister, \$185 first 12 hours; \$1,200 cold cash, made, paid, banked by Stoneman in 30 days; \$1,500 to date; a hot or cold running water bath equipment for any home at only \$1,50; self-heating; no plumbing or water works required; investigate; exclusive sale; credit given; send no money, write letter or postal to-day, Allen Mfg. Co., 596 Allen Building, Toledo, Ohio.

HELP WANTED—MALE.

postal to-day, Alien Mfg. Co., 306 Alien Building, Toledo, Ohio.

HELP WANTED—MALE.

ACCOUNTANTS Wanted—Seniors; capable taking full charge of audits, examinations and tax matters (both original filing and appeal cases): do not apply unless have had tax matters (both original filing and appeal cases): do not apply unless have had tax matters (both original filing and appeal cases): do not apply unless have had tax matters (both original filing and appeal cases): do not apply unless have had tax matters (both original filing and appeal cases): do not apply unless have had tax matters (both original filing and appeal cases): do not apply unless have had tax matters (both original filing and appeal cases): do not apply unless have had tax matters (both original filing and appeal cases): do not apply unless have had tax matters (both original filing and appeal cases): do not apply unless have had tax matters (both original filing and appeal cases): do not apply unless have had tax matters (both original filing and appeal cases): do not apply unless have had tax for a few high many tax for family of 2. In Fark av. 5. ACCOUNTANT and credit department manned is attement and balance sheets monthly prepared; excellent chance initiative man. If the prepared in the prepared; excellent chance in the prepared in the prepare

Ind.

A man wanted by casualty company, between 21 and 26, who has had experience in plate glass insurance; this is a good opportunity, R 592 Heerald, 250 Bway.

ARCHITECT'S assistant wanted to take charge of draughting room; must be man of large experience with some artistic ability; old established office doing commercial buildings, apartments and institutions; please give references, age and salary expected; first class man wanted. K 12 Herald, Herald step and the salary expected.

### ASSISTANT SUPERINTENDENT.

ONE OF THE LARGEST DEPARTMENT STORES OF N. Y.
CITY WISHES TO ENGAGE AN
ASSISTANT TO SUPERINTENDENT. IN ORDER TO GUALIFY
FOR THIS POSITION YOU MUST
BE THOROUGHLY EXPERIENCED IN ALL BRANCHES OF
DEPARTMENT STORE WORK.
WE WANT A MAN WHO HAS
MADE GOOD, HAS COME UPFROM THE RANKS, HAS
FILLED FOOSTHOMS OF RESPONSBELLTY AND TRIST.
AND WHO MAY AND TRIST.
AND THE TO SHE WHO
CALLIFY WE CAN OFFER
A MOST EXCELLENT POSITION,
ADVANCEMENT AND GOOD
SALARY, ADDRESS
M. C. BON 179, 200 CARLE BLOC

1. M. C., BOX 179, 209 CABLE BLDG.

ing. B H 260 Herald, Harlem.

ASSISTANT bookkeeper and office assistant, quick at figures: state experience and salary; opportunity. N 26 Herald, Herald sq. AUTOMOBILE SALES OPPORTUNITY. Men familiar with automobiles and who have organizing ability can make a desirable connection with us as managers of branch sales unit. Call Monday after 9 A. M., W. E. Nichols Corp., 882 8th av.

A vacancy in Equitable Life to devote whole or spare time; inducements; income guaranteed. R. T., 394 Herald, Fulton st.

BUYER INFANTS' AND CHILDREN'S DE-PARTMENT.

To a woman with above the average rollity and knowledge, capable of pleasing an exclusive clientele and doing a volume on medium priced merchandise, we offer an excellent opportunity to make a very profitable connection. An assistant now enployed in one of the large stores would be considered.

GILMORE BROTHERS, Kalamazoo, Mich.

BUYER AND MANAGER FOR HOUSE FURNISHING, CHINA AND GLASS WARE DEPT. COMPETENT AND ENERGETIC MAN EXPERIENCED IN THESE DE-PARTMENTS: EXCELLENT POSI-TION TO RIGHT PARTY.

Applications treated strictly confidential. L. M. BLUMSTEIN, 5D AV. AND 150TH ST.

BE a detective; \$50-\$100 weekly; travel over world: experience unnecessary. American Detective Agency, 349 Lucas, St. Louis.

CHAMMAR SCHOOL GRADUATES OVER 16 ARE OFFERED PERMA-NENT POSITIONS WITH EXCEP-TIONAL OFFORTUNITY FOR AD-VANCEMENTS; HOURS 9-5, 12 O'CLOCK SATURDAY ALL YEAR. APPLY

MANAGER, MANAGER, STATION D. CITY.

BOV, not under 15 years old, in cotton goods manufacturer, New York office: state age, education, hattonality, experience and salary expected. R 585 Heraid 280 Bway. cxpected. R 585 Herald 280 Bway.

Government detective, St. Louis.

Government detective, St. Louis.

BOY, Christian, 16-17 years old, wanted in PRODUITING tailoring agents wanted, men's made to order suits the as materials; prices out to the hone, pring exacted line ready. Lands Woolen Mills, Claicages.

ELL, necessities, everybody needs and buya the Bushness Guide. Byyant cleared \$800 in 50 days; Guiellus \$300 in 26 days. Send for sample, it's free. Nichols Co., Naperville, III.

### HELP WANTED-MALE.

BOY, BRIGHT AND ENERGETIC, 15-17, IN OFFICE OF LARGE STEAMSHIP COM-PANY: REFERENCES REQUIRED, AD-DRESS R 506 HERALD, 286 B'WAY.

280 Broadway.

BOOKKEEPER, young, experienced, good at collections; publication office lower Broadway; part time acceptable. Give particulars and salary. C 844 Herald, Fulton st.

BOOKKEEPER, experienced; state salary desired, references and age. N 20 Herald, Herald sq.

CANYARSEDE

DECORATORS.—First class china and glass decorators wanted to work in New England. Y 760 Herald, Herald sq.

DISPLAY MAN to grow up with and develop the display department of a young, rapidly growing, reliable chain store organization. The company is thoroughly established and soundly financed.

pany is thoroughly established and soundly funanced. The position will appeal only to men with funanced. The position will appeal only to men with high grade ability, the type of men who are looking for opportunity for development with a big corporation. It will not pay a big income at the start.

Necessary qualifications: At least a complete high school education, some display experience, preferably in a chain store corporation with low priced merchandise; strong personnility and unquestioned character absolutely essential; not over 30 years of age; preferably single.

In your septly give age, education, experience, religion, whether married or single, whether or not now employed, present salary feedived. All replies kept confidential. L. 204 Herald, Herald sq.

DISTRIBUTER wanted in every town for Speedoline; \$200 to \$500 per month; exclusive certifory; automobile free to workers. Speedoline Co., hept. 120, Dallas, Teass.

DRAFTSMAN—Designer wanted to work up selections and preferences. K 13 Herald, Herald sq.

EARN steady hecome through sales agency Davis made to measure clothes, sold direct

ASSISTANT BUYER

ASSIST

ENVELOPE ADJUSTER: MUST BE FIRST CLASS MAN WITH ENVERIENCE ON HIGH GRADE WORK, E. J. SPANGLER CO. 1237 N. HOWARD FT., PHILADEL-PHIA, PA.

ENVELOPE machine adjuster on rotary and plunger machines; must be able to make over repairs. Address, stating experience and salary desired, Phillip Criffiths Envelope Co., 447 Locust st., Philadelphia.

ENPORT—High grade man wanted; must be competent, thoroughly experienced stenographer (in English only), as well as fluent Spanish and French correspondent and have had thorough experience; first should be suppressed to the competency of the Manufacturer C 817 Herald, Fulton st.

EX-POLICEMAN winted as guard in bank;
state references, age, experience and salary
expected. L 287 Herald, Herald sq.

EXECUTIVE secretary; expert stenographer
and correspondent; university graduate;
accustomed to assuming responsibilities;
Frotestant, C 849 Herald, Pulton st.

FARMER, married, working superintendent
for gentleman's farm, 30 acres, competent
with crops, cattle, chickets, &c.; wife must
cook for owner week ands; latte experience,
wages and give references. Y 774 Herald,
Herald sq.

PLOORMAN in a savings bank; Christian; intelligent and of good appearance; state age, experience and salary. O 82 Herald, Herald say. Age, experience and satery therald september of the septe

GENERAL assistant wanted, 25-30 years, opportunity given to capable young man to thoroughly learn the business and to acquire an interest for \$750, amply secured; salary plus return on investment will make this position worth while. Applicants will state business experience, qualifications to Manufacturer, 0.74 Horald, Herald aq.

### To the Unemployed and Those Seeking Better Positions

Read the Help Wanted columns of The New York Herald daily and Sunday. Many opportunities offered

If unsuccessful in that way, place a Situation Wanted advertisement in Sunday's All advertisements appearing in Sunday's Herald are reproduced in Bulletin form and sent out to a large list of Employment Managers, including a selected list of persons who would be in a position to hire domestics.

### HERALD ADS. ACCEPTED AT ANY OF THE FOLLOWING OFFICES

Main Office, 280 Broadway

Bronx, 518 Willis Ave., at 143th St.
Washington Heights, 585 W. 181st.
Harlem, 205 West 125th.

Main Office, 280 Broadway
Herald Sq., B'way & 35th.
Downtown, 206 Broadway.
Brooklyn, 24 Court St.

Or leave your ad, with any of our 600 agents throughout the city

## THE NEW YORK HERALD

### HELP WANTED-MALE

I am looking for a particular type of man, who is inherently honest, who can faithfully represent an organization of national reputation and record; regardless of your present occupation you may be that particular man whom I can place in a position to earn not less than \$7,500 per year. Call at room 1707, 32 Court st. Brooklyn Call between 10 A. M. and 2 P. M.

IF you possess personality, tact and can meet people and have an inonest desire to become a big executive and earn many times what you are now making call after 10 at our nearest branch office. Suite 237, 322 5th av., N. Y. Suite 804, 32 Court st., Brooklyn, N. Y.

Suite 200, 120 Market st., New-

We want several reliable, serious minded men over 23, with or without selling ex-perience, who will appreciate a very un-usual opportunity for substantial carn-ings and a permanent connection. Call after 10 A. M., room 602, 50 Court st., Brooklyn.

Three men over 35, possessing character, determination and common sense, will find congenial and profitable employment if qualified; experience unnecessary. Write Y 771 Herald, Herald 89.

INSURANCE solicitor by Equitable Life, exceptional inducements to good worker; special attention given beginners. 22 East 42d st.

DRAFTSMAN—Designer wanted to work up sketches and plans in representative architect's office; please give qualifications and references. R IS Herald, Herald sq. and references. R IS Herald s

Nathan.

MANAGER wanted for doll factory, nur-understand manufacturing and finishing of unbrealable doller date address, tele-phone number if any 0.18 Herald, Herald eq-

WANTED, BY A NEW YORK STOCK ENCHANGE FIEM, MAN TO TAKE CHARGE OF HOARD TELEPHONE ON FLOOR OF EXCHANGE AD-DRESS M. N., P. O. BOX 822, CITY HALL STATION, NEW YORK CITY

MAN, experienced, take charge foundry of-fice doing jobbing work; good bookkeeper and give estimates for castings; give refer-ences, age, experience, &c. C 820 Herald, Fulton at.

## MIMEOGRAPH OPERATOR.

Young man who is capable of operating mimeograph machine efficiently can connect with large house offering opportunity. In your letter state age, experience and salary. A. N., 645 HERALD, 280 BROADWAY.

# MULTIGRAPH OPERATOR.

# HELP WANTED-MALE.

Is your job listed below? Shoe Salesman Grocery Salesman Furniture Salesman Draughtsman Electrician Private Secretary Teacher Lawyer Salesman Civil Engineer Machinist Chauffeur

You are not satisfied with what you are earning, that is why you are reading this advertisement.

If you are in carnest and really want a better position read the Business Builders' advertisement for salecamen. Never mind whether you are a salesman or not. Read the advertisement all the way through. It may be just the opportunity you have been looking for.

MEN of good social standing can augment their incomes ap-preciably in a high class business without financial obligations or serious personal effort; commun-cations strictly private; commun-cations strictly private; commis-sion basis. Address G. K., Fost Office, box 572, City Hall Station, New York city.

Wanted—Experienced man to take entire charge of shipping and charging department large men's neckwear house; nust be throughly conversant with all its branches and capable of running stock room; only those who have held a position of this kind with men's neckwear houses need apply, good apportunity for right man; state full particulars in application; confidential. L.T. 329 Herald, Horald sq.

We are expanding our field forces and require the services of reputable men in all parts of the United States as salesmen and district managers. OUR side line associated of advertising fans bring live wire salesmen \$200.5300 monthly, samples light every merchant a prospect; casy to sell; season beginning; liberal com-missions. Fan Dept. UNITED STATES CALENDAR CO., Cincinnati. Gur organization is now offering for rate a high grade, dividend paying stock of an old established company, manufacturing a public necessity for which there is a worldwide demand.

OPPORTUNITY—Position of trust in old es-tablished company, prospects of advance-ment, for keen, ambitious man of good ap-pearance, are 25 to 65, ability to meet and talk with men essential. Address box 485, Madison Square post office.

Employment will be permanent and a very unusual opportunity will be offered to responsible men to qualify as district managers. Payment for services will be made on a liberal commission or profit sharing basis, and ambi-tious serious men should care not less than one hundred dollars

RITTIRED BUSINESS MAN, tired of doing nothing, wishing to add materially to his income without the restraint of office hours, can connect with concern of national reputa-tion. Address P. O. box 87, Station D. re-out REQUIRE thereughly competent tuter and age, travelling companion to bey twelve, spend-log winter California, must be willing fol-low instructions from Ethical Culture School. Box L 787 Herald, 280 Broadway.

SALESMAN
wanted at ones, energetic man; if you are not ambitious and willing to clasto the top do not apply; experience unnecessary; unlimited and lifetong job; are you the man we are looking for? If you are call at 298 B-way, suite 1707-8-9.

SALESMAN.

We are starting a class in salesmanship Monday afternoon at 2 P. M.; we teach you the science of selfing, and if you qualify we place you on our rales force; this costs you nothing; no experience necessary, as our course is thorough; be here. Room 1105-1106, 1 W. 34th st.

SALESMEN-Write or call for list of openings and full particulars; earn \$2,000 to \$10,000 yearly; big demand for men; inexperienced or experienced; city or travelling. National Salesmons Training Assoc. 618C Candier Bidg. New York city.

SALESMAN wanted to carry complete can-

Candler Bldg. New York city.

SALESMAN wanted to carry complete canvas glove line to well rated retailers in
Siste of New York on a commission backs
as a side line. In writing, give references,
experience, line carrying now, &c. Progress
Manufacturing Co., Racine, Wis.

SALESMEN (Stock).—Wanted, a few men on
a very desirable proposition. For particulars write Jenkins & Co., fived agents, Sterling Tire Corp., Rutherford, N. J.

SALESMAN, experienced, for domestic embroidery manufacturer to rell cutting up
trade; commission only, 1123 Broadway,
room 216.

International properties of the production of the constitution of

## HELP WANTED-MALE.

Last Sunday there appeared in the leading New York papers the announcement of a Sales Campaign that is destined to write a chapter in the History of Selling which will be read—and talked about—throughout the national selling fraternity.

As a result of this initial advertising we have secured a large number of salesmen who, by their enthusiasm and WORK, have evidenced their appreciation that this is the type of proposition that comes to every man-O N C E.

Briefly, we offer men of the RIGHT TYPE 1. An opportunity to make from \$5,000 to \$20,000 this year.

If you have VISION, if you recognize OPPORTUNITY, if you have RED BLOOD in your veins we want YOU and you want

CALL MONDAY CNLY, BEFORE 3 P. M. KENDALL PRODUCTS CORPORATION, Buckley-Newhall Bullding, 709 Sixth Avenue (Cor. 41st St.).

SALESMEN

ATTENTION

Unusual opportunity for big producers, Millions of dollars to be raised in a campaign that will take from three to five years.

AIR TRANSPORTATION

is the newest and fastest method of long distance journeys, safer than travel by railroad or steamship. The most successful and oldest com-pany in America exclusively building LIGHTER-THAN-AIR craft are plan-ning the first Air Line between

We have an unusual security proposi-tion for a limited number of men of excellent character and experience to present a definite and entirely new and most effective sales plan which enables men inexperienced in our line to become successful and enter a life work of dig-nified importance.

If you care for your future and your record will bear scrutiny, if your personality is forceful, if you are in earnest for your individual success, investigate at your earliest opportunity.

TO INTERESTED PROSPECTS

Call between the hours of 3 A. M. and 3 P. M. on Monday,
AIRCRAFT SYNDICATE, INC.,
24 East 42nd Street,
(Fourth Floor.)

SALESMEN

Issue is very attractive, both as to safety of principal and dividend yield, price is low and stock is readily sold.

PAUL WEISBART & COMPANY, 605 Fifth avenue.

SALESMEN, SECURITY. THE BEST INDUSTRIAL PROP-OSITION EVER OFFERED TO THE BUYING PUBLIC. WILL REVOLUTIONIZE THE INDUS-

TRY. AN ARTICLE SELLING TO THE MASSES THE WORLD OVER 25 YEARS EXPERIENCE

IN MANUFACTURING SAME. A SMALL PORTION OF THE COM-MON STOCK OFFERED TO THE

PUBLIC PURPOSE OF IN-CREASE MANUFACTURING AND MARKETING. IF YOU ARE A REAL SALESMAN COMMUNI-CATE. EVERY CALL A SALE. LIBERAL COMMISSIONS.

ROOM 503, 300 MADISON AVENUE.

SALESMEN.

A millon dollar concern, established over staty years ago, conducting a national business, wishes to secure two expert salesmen between 28 and 45, to travel extensively; only men capable of intensive, snatained mental effort and able to negotiate with heads of large concerns are eligible. Relatively large sums are involved, a liberal percentage of which is paid for contracts secured. The renewal feature, due to the success of our business, which is financial publicity and research, makes this a permanent connection. Our field force is small, but to some of our mon we have paid over \$20,000 cach annually and experience, ability and appearance to his figure in 1921. If you have the capacity, experience, ability and appearance to his and telephone number.

PUBLIC PURPOSE OF

NEW YORK AND CHICAGO Three, 1,000 ft. Airships Three carrying thousands of passengers and tons or mail and express yearly, "to be constructed."

Many a good man is "imprisoned for life" beinnd a mahogany desk in a fine office. Many a man's ability is lying undeveloped, like a massive vein of rich ore hundreds of feet below the surfare, because he receives a salary sufficient for his daily needs and has nothing to "worry" about, Many a man's initiative and push are "rocked to sleep in a title" that sounds fine to his family and the neighbors. 2 To those who "make good" a permanent connection such as would take 10 to 15 years to se-cure with the average proposi-

And the loss isn't wholly a money loss. It is more serious than that, though money is the standard by which success is measured to-day. Therefore, if we are not retting the crisp, clean, yellow backs that we know we desure there is sumathing wrong—and it is probably with OUR-SELVES. 4. The right kind of CO-OPERA-TION-including REAL "leads" -that are bringing in the orders.

The GREAT 1688 is the loss to American lensiness institutions who need Man Power—the one commedity for which the supply is far behind the fire losses in this country as about \$730,000,000 a year. Big as that is it is small in comparison with the loss of wasted, undeveloped Man Power.

HELP WANTED-MALE.

You Would ...ke to Earn \$150 Nevt Week, Wouldn't You?

Perhaps you are on a salary and are limited in your earnings. Perhaps you are on a commission and early \$150 tills week, but next week you don't work quite so hard and your check is small. One case is the same as the other—it is your AVERAGE that counts.

Income lax reports indicate that there are two million persons in the country earning between \$1,000 and \$2,000 a year. At an average of \$1,500 the total earnings would be \$3,000,000,000. Psychologists tell us that the average man uses only one-sixth of his ability. If that is true the yearly loss is the tremendous sum of \$15,000,000,000.000—one-half the national debt.

We can't all be Schwabs, but we can all be a great deal bigger than we are if we will break the chains that fetter us. WILL you do it?

if you WILL you CAN. The Business Builders will help you. That is our BUSINESS. We are under contract with three corporations to finance their expansion and to find and train 185 more men during this year for positions paying from \$5,000 to \$15,000 a year. During the past year we have promoted 65 men to sales and business executive positions paying from \$5,000 to \$30,000 a year.

Ninety per cent, of our men had never sold anything before they were trained under The Business Builders' plan and our producers are earning right here in New York from \$100 to \$500 a week in commissions.

There is no "scheme," no "secret" to the Business Builders—It is simply our business to develop men, for if you fall we fall in OUR business, and if you make good we make good.

Our work is under the personal direction of James W. Elliott, writer of "Man Messauce." Our organizations eccupy four floors at 620 Fifth Avenue, devoted exclusively to our sales forces, and one floor on Forty-sixth Street for our Advertising Department.

You aren't suitsfied with your carnings, that's why you are reading this advertisement. Act on your impulse to better yourself. You owe it to yourself, to your family and to the nation to use all the ability you have Asia for Mr. Wells, Between 10 and 2, JAMES W. ELLIOTT'S BUSINESS BUILDERS, Fourth Floor, 420 Fifth Avenue (at Flittleth Street).

SALESMEN JAMES MCCREERY & CO. HAVE VACANCIES FOR

2 SALESMEN FOR SPECIAL SALES:

MUST BE EXPERIENCED. APPLY SUPT'S OFFICE, STH FLOOR (SOTH ST. EMPLOYEES' ENTRANCE).

SALESMEN. Middle aged and older men will not find it difficult to place the issue of stock of a clean, wholesome and fast growing husiness such as we have to offer, with our plan and security; good commission. Address O. 71 Herald, Herald eq.

SALESMEN—We require four A1 travelling salesmen to sell aluminum cooking utensila to the trade in southern Illinois, Missouri, New York State and Connecticut; these positions are easily worth \$10,000 a year on liberal commission basis, with expenses advanced; applicants must be aggressive salesmen of refined and strong personality, between 50 and 45 years old, whose past record will stand close investigation; give past experience in your letter of application in order to receive attention; confidential, of course. O 55 Herald, Herald sq.

SALESMEN, PROGRESSIVE, TO SELL FLOOR COVERING SPECIALTIES, LOOM MADE, OR SIDE LINE; ALL, TERRI-TORIES, LIBERAL COMMSSION, BEL-MONT CARPET MILL, 36 BRIDGE ST., BKLYN.

SALESMAN, FANCY LINEN.

An exceptional opportunity is offered to a high calibre, experienced linen salesman; must be well acquainted with New York State and Middle West territory; also man for the coast; only those with large following among the linen buyers need apply: drawing account against commission; atate full experience and references; strictly confidential.

L B 154 Herald, Herald sq.

SALESMAN WANTED FIGH CLASS. To handle line of high class bathing suits, negligees and children's dresses on a liberal commission basis. Answer N 23 Herald, Herald sq.

SALESMEN, automobile; high grade proposi-tion. Apply Hoyme, 150 W. 57th.

# HELP WANTED-MALE.

SALESMEN '

AND EXECUTIVES.

vertisement wishes to connect with a limited number of men who have a talent for selling, a mood for honest trading and an ambition to make real money in a fine field. With ample resources and exceptional personnel in management, we have begun the manufacture of a product which meets an insistent need in the life of every man and woman who can read and

worldwide patents, is nothing less than a sensation in its line. In a neigh-boring city of 40,000 inhabitants 100 per cent. of the dealers visited have

We are about to begin an extensive newspaper advertising campaign in New York city and its environs. Naturally we want big men to assist us in meeting the demands of the market here and abroad, and we are prepared to pay such men from \$5,000 to \$15,-

How old are you? What is your nationality? What has been your selling experience thus far? What were your annual average earnings during the past three years? You need not send references. If your letter in-terests us you can bring them with you at an interview which will be ar-

You may peasibly solve the problem of your business future by answering this advertisement to-day. Address O 6 Herald, Herald sq.

If you think you possess the clements of success and are determined to carn upward of \$75 a week, here is your opportunity.

SALESMAN.

REAL ESTATE.

One who knows WESTCHESTER:
a capable man only, who has the
ability to regotiate and close his own
deals: he will handle only high grade
development properties and large
brokerage transactions: a real opportunity is here for the right man.
commission basis: leads furnished
and expenses: state full details of
your experience, giving phone number
in first letter. O. C., 335 Herald,
Herald eq.

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